

Message Text

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PAGE 01 TOKYO 05169 300401Z
ACTION EA-12

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FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 6575
INFO USDOC WASHDC

UNCLAS TOKYO 05169

FOR FOREIGN BUYER PROGRAM STAFF

E.O. 11652: NA
TAGS: BEXP, JA
SUBJECT: FOREIGN BUYER PROGRAM: FSL PER DIEM FOR
FBP-RELATED TRAVEL

REF: STATE 43872
SUMMARY. REVIEW OF SPOT AND ONE YEAR PROJECTED
PURCHASES BY JAPANESE FOREIGN BUYER GROUPS TO MAJOR U.S.
CONSUMER PRODUCT SHOWS REVEALS THAT 17 PERCENT OF SPOT
PURCHASES AND 8 PERCENT OF ONE YEAR PROJECTED PURCHASES
HAVE TAKEN PLACE AT COMMERCE DESIGNATED FBP SUPPORTED
SHOWS. REQUEST USDOC REVIEW RECENT POLICY DECISION TO
LIMIT FSL PER DIEM FUNDS ONLY TO FBP SUPPORTED SHOWS.
END SUMMARY.

1. REVIEW OF EMBASSY SPONSORED FOREIGN BUYER PROGRAM
GROUP PURCHASES AT MAJOR U.S. CONSUMER PRODUCT SHOWS IN
PERIOD FROM JANUARY 1976 THROUGH FEBRUARY 1978 REVEALS
THAT OUT OF \$6,108,000 IN SPOT PURCHASES, A TOTAL OF
17 PERCENT WAS MADE AT FBP SUPPORTED SHOWS. OF ONE
YEAR PROJECTED PURCHASE TOTAL OF \$26,391,861, SUCH SHOW
ACCOUNTED FOR 8 PERCENT.

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PAGE 02 TOKYO 05169 300401Z

2. REFTEL, PARA. 2 STATES THAT FSL PER DIEM IS TO BE
LIMITED ONLY TO FBP SUPPORTED SHOWS. IN VIEW OF
FIGURES CITED PARA. 1 ABOVE, EMBASSY REQUESTS USDOC
REVIEW THIS DECISION ON FSL PER DIEM FOR FBP-RELATED
TRAVEL. EMBASSY REQUESTS THAT SOME SORT OF MORE
FLEXIBLE GUIDELINE BE ADOPTED TO ENABLE EMBASSY TO
SELECT SHOWS FOR WHICH FSL GROUP ESCORTS SHOULD BE SENT.

3. EMBASSY APPRECIATES NEED TO KEEP FSL TRAVEL AT
MINIMUM AND WILL BE AS SELECTIVE AS POSSIBLE IN PROPOSING
FSL ESCORTS FOR JAPANESE FBP GROUPS.

4. PLEASE ADVISE. MANSFIELD

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